

Message Text

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17

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 280916Z FEB 76

FM AMEMBASSY ABU DHABI

TO USDOC WASHDC

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E.O. 11652: NA

TAGS : BTIO, BEXP, TC

SUBJECT : AVIONIC EQUIPMENT FOR ABU DHABI MILITARY AIRPORT

REF: ABU DHABI 397

DECONTROL UPON RECEIPT

1. ABU DHABI DEFENSE FORCE (ADDF) IS CONTACTING POTENTIAL
SUPPLIERS FOR PRICE QUOTATIONS ON THE FOLLOWING ITEMS:

- A. GROUND TO AIR VHF RADIO
- B. GROUND TO AIR UHF RADIO
- C. NON-DIRECTIONAL BEACON
- D. VHF OMNI-DIRECTIONAL RADIO RANGE (VOR)
- E. PRECISION APPROACH RADAR
- F. BRIGHT RADAR TO INDICATOR TOWER EQUIPMENT
- G. INSTRUMENT LANDING SYSTEM
- H. VHF/UHF DIRECTION FINER
- I. AIRPORT SURVEILLANCE RADAR
- J. LOGGING TAPE RECORDER
- K. WIND MEASURING SYSTEM
- L. AIR AND DW POINT TEMPERATURE MEASURING EQUIPMENT
- M. RUNWAY VISUAL RANGE INDICATOR SYSTEM
- N. CLOUD HEIGHT INDICATOR SYSTEM
- O. ALTIMETER SETTING INDICATOR

2. OF U.S. FIRMS, WE KNOW ADDF IS IN TOUCH WITH RAYTHEON,
PERHAPS ALSO NORTHROP-PAGE. COMPANIES CONTACTED DIRECTLY

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PROBABLY DO NOT REQUIRE AGENTS AT THE PRESENT TIME.

3. EMBASSY HAS HAD INQUIRIES FROM LOCAL FIRMS INTERESTED IN ACQUIRING U.S. AGENCIES FOR ABOVE PRODUCTS. DOC MAY WISH TO DISSEMINATE INFO TO QUALIFIED SUPPLIERS OF ABOVE EQUIPMENT, PREFERABLY SYSTEMS COMPANIES. POTENTIAL AGENTS ARE: (A) AL-SHAMSI TRADERS FOUNDED IN 1974. FIRM IS PARTNERSHIP BETWEEN AHMED KHAN (PAKISTANI) AND MATTAR HAMAD AL-SHAMSI (ABU DHABIAN). LATTER IS FATHER OF COL. HAMDI AL-MATTAR, HIGH-RANKING OFFICER IN ABU DHABI AIR FORCE. FIRM APPEARS TO HAVE EXCELLENT COMMUNICATIONS WITH DEFENSE MINISTRY. (B) TECHNICAL SERVICES AND SUPPLY CO (TESSCO), A WELL-ESTABLISHED FIRM IN ABU DHABI, DISTRIBUTOR OF CARRIER AIR CONDITIONERS THIS FIRM HAS ENGINEERING CAPABILITIES AND WOULD PREFER SOME TYPE OF JOINT VENTURE RATHER THAN AGENCY RELATIONSHIP, E.G. TESSCO WOULD BID UNDER OWN NAME WITH U.S. FIRM AS SUBCONTRACTOR.

4. BELIEVE EITHER OF THESE LOCAL FIRMS WOULD SERVE AS GOOD AGENTS FOR U.S. FIRMS WHICH HAVE NOT BEEN CONTACTED BY ADDF DIRECTLY.
STERNER

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